



United States Department of State

Washington, D.C. 20520

July 18, 1983

MEMORANDUM FOR THE FILES

Subject: Austin Company Presentation

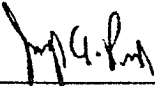
Former Representative Robert Sikes asked Stone, in June, to attend a meeting that he was organizing to allow representatives of the Austin Company to demonstrate their ultra-light aircraft which, they felt, had much potential for use in conflicts such as that of El Salvador. Stone explained that he was in the "peace business" not the "war business." Schneider of T was the man to whom Sikes should address himself, since it was T that had the responsibility to license exports of military equipment. Stone said that he would attend any meeting that might eventuate, if he could. He told Sikes that of course he had obligations of personal friendship and to a Florida corporation. Even so he really could do no more than attend a meeting. He wished Sikes well. He said he would try and get a good turnout for such a meeting.

A meeting was set up on July 15 in the Under Secretary's Conference Room. Schneider was present as were representatives from PM and ARA in the Department and representatives of both the JCS and OSD. Stone also attended. Sikes opened the meeting by presenting Stone to the representatives of the Austin Company who included a retired USAF general and colonel (the former just back from a trip to Salvador) and two senior Salvadoran officers. Mr. Austin of the Austin Company showed a film on the airplane which his company produces. He explained the plane's potential, and its economics. The general spoke on how the plane could fit into the sort of conflict being waged in Salvador.

At that point, Stone excused himself. He said that he had an appointment to call on Senator Inouye. He would have to leave. He thanked the Austin Company representatives for

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their presentation, and explained to them that he was working the other side of the fence. In any case Schneider was their man, Schneider in the State Department and DOD. Between them they provided the way -- as the Austin Company representatives no doubt knew -- to get the products exported.


Joseph A. Presel